

Museum Store

DESCRIPTION OF MAJOR SERVICES

The Museum Store operates as an enterprise fund under the management of the San Bernardino County Museum. The Store is considered a critical part of the visitor experience and provides many museum related items for sale including books and publications, educational toys, thematic novelty items for exhibitions, jewelry, minerals, and souvenirs. The Store supports the Museum operations and makes an annual financial contribution to the Museum.

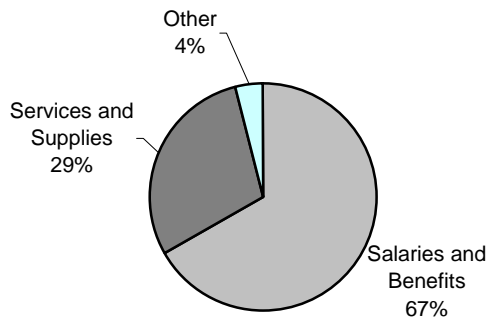
In 2003-04, the Museum Store opened a Garden Café offering sandwiches, snack products, pastries, and bottled beverages for Museum visitors. This café helps to enhance the visitor experience and satisfaction.

BUDGET AND WORKLOAD HISTORY

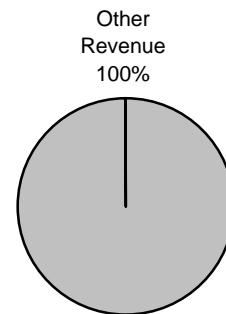
| | Actual 2003-04 | Budget 2004-05 | Estimate 2004-05 | Proposed 2005-06 |
|------------------------------|-------------------|-------------------|---------------------|---------------------|
| Appropriation | 172,143 | 165,541 | 134,437 | 141,077 |
| Departmental Revenue | 179,163 | 169,650 | 119,344 | 142,000 |
| Revenue Over/(Under) Expense | 7,020 | 4,109 | (15,093) | 923 |
| Budgeted Staffing | | 2.2 | | 2.0 |
| Workload Indicators | | | | |
| Purchase for Resale | 59,193 | 55,000 | 38,277 | 40,450 |
| Taxable Sales | 155,108 | 169,650 | 119,269 | 145,000 |

The 2004-05 estimated expenditures and revenues for the gift store are both less than budget. The shortfall is the result of fewer than anticipated people visiting the Museum during the year.

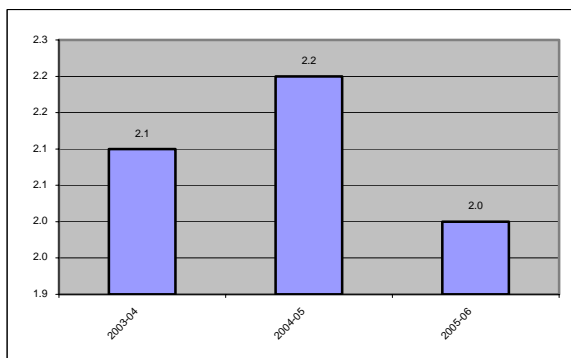
2005-06 BREAKDOWN BY EXPENDITURE AUTHORITY



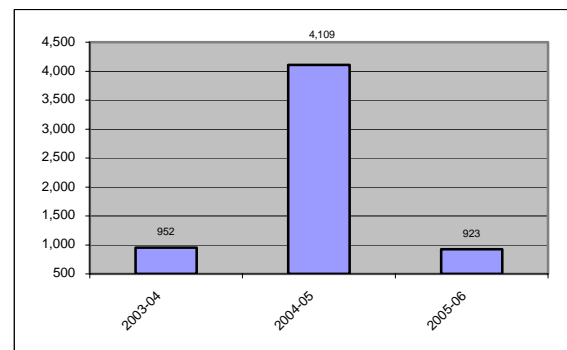
2005-06 BREAKDOWN BY FINANCING SOURCE



2005-06 STAFFING TREND CHART



2005-06 REVENUE OVER/(UNDER) TREND CHART



GROUP: Econ Dev/Public Svc
 DEPARTMENT: County Museum
 FUND: Enterprise Fund

BUDGET UNIT: EMM
 FUNCTION: Cultural Services
 ACTIVITY: Museum Store

ANALYSIS OF 2005-06 BUDGET

| | A | B | C | D | B+C+D E | F Department Recommended Funded Adjustments (Schedule A) | E+F G |
|-----------------------------|----------------------------------|-------------------------|---|-------------------------------|-------------------------------------|---|-------------------------------|
| | 2004-05 Year-End Estimates | 2004-05 Final Budget | Cost to Maintain Current Program Services | Board Approved Adjustments | Board Approved Base Budget | | 2005-06 Proposed Budget |
| Appropriation | | | | | | | |
| Salaries and Benefits | 92,862 | 91,920 | 5,205 | - | 97,125 | (2,943) | 94,182 |
| Services and Supplies | 41,174 | 59,223 | - | - | 59,223 | (17,773) | 41,450 |
| Transfers | 401 | 398 | - | - | 398 | 47 | 445 |
| Total Appropriation | 134,437 | 151,541 | 5,205 | - | 156,746 | (20,669) | 136,077 |
| Oper Trans Out | - | 14,000 | - | - | 14,000 | (9,000) | 5,000 |
| Total Requirements | 134,437 | 165,541 | 5,205 | - | 170,746 | (29,669) | 141,077 |
| Departmental Revenue | | | | | | | |
| Other Revenue | 119,344 | 169,650 | - | - | 169,650 | (27,650) | 142,000 |
| Total Revenue | 119,344 | 169,650 | - | - | 169,650 | (27,650) | 142,000 |
| Rev Over/(Under) Exp | (15,093) | 4,109 | (5,205) | - | (1,096) | 2,019 | 923 |
| Budgeted Staffing | | 2.2 | - | - | 2.2 | (0.2) | 2.0 |

In 2005-06 the department will incur increased costs in retirement, workers compensation, and inflationary services and supplies purchases. These increased costs are reflected in the Cost to Maintain Current Program Services column.

DEPARTMENT: County Museum
 FUND: Enterprise Fund
 BUDGET UNIT: EMM

SCHEDULE A

DEPARTMENT RECOMMENDED FUNDED ADJUSTMENTS

| Brief Description of Program Adjustment | Budgeted Staffing | Appropriation | Departmental Revenue | Revenue Over/ (Under) Exp |
|--|----------------------|-----------------|-------------------------|------------------------------|
| 1. Salaries and Benefits Part-time Museum Clerk has been transferred to the Museum general fund to reduce personnel costs of the store. | (0.2) | (2,943) | - | 2,943 |
| 2. Services and Supplies Reduction in purchases of inventory due to projected decrease in sales based on prior year actuals. | - | (17,773) | - | 17,773 |
| 3. Transfers Increase in departmental charges for EHAP, EAP and CEHW. | - | 47 | - | (47) |
| 4. Operating Transfers Out Decrease in Museum Contribution to the General Fund based on net income projections for 2005-06. | - | (9,000) | - | 9,000 |
| 5. Other Revenue Reduction in revenue based on a projected decrease in sales at the museum gift store. | - | - | (27,650) | (27,650) |
| Total | (0.2) | (29,669) | (27,650) | 2,019 |

